Commercial Activities Program Overview

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TRADOC Approach

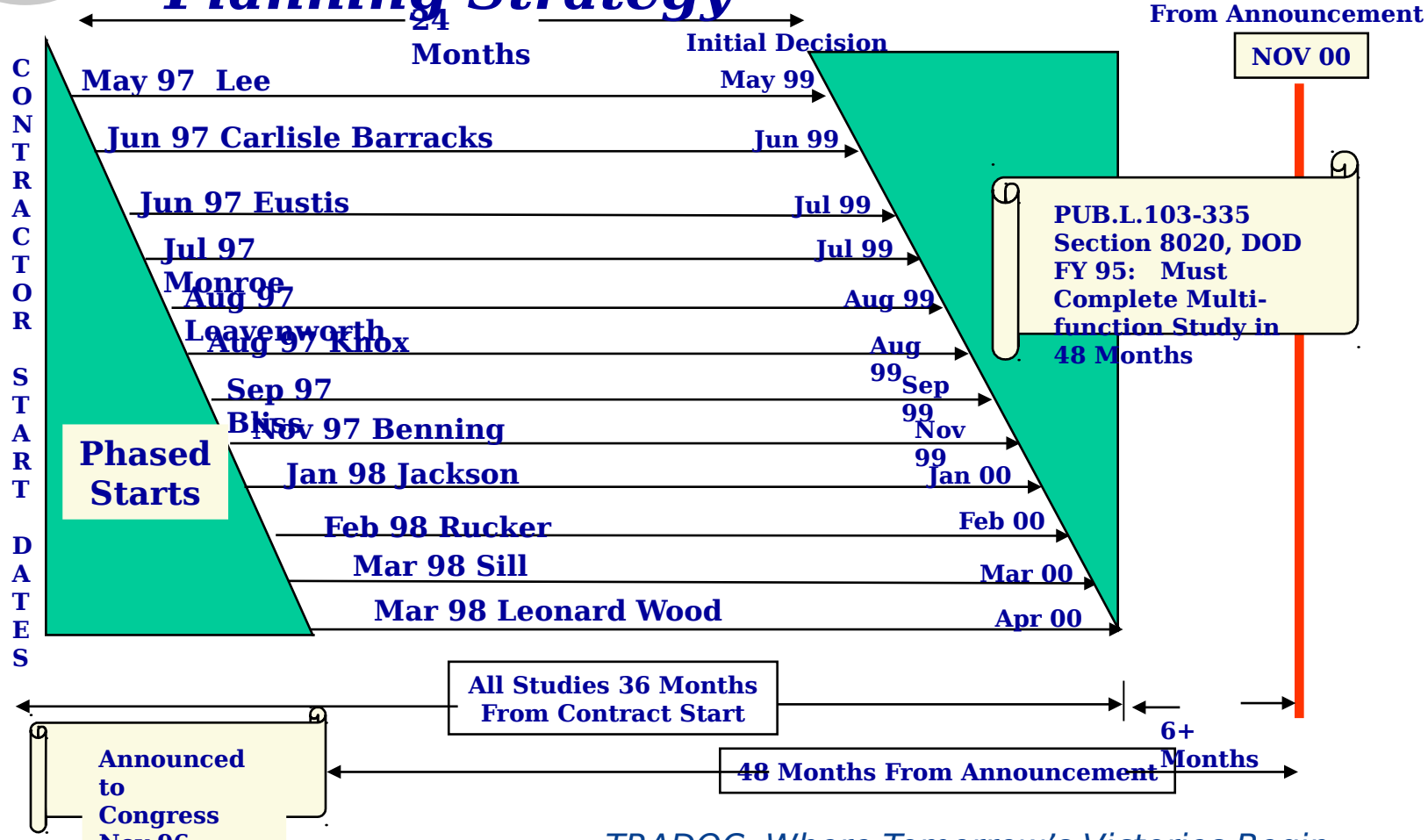
- ***Commandwide studies, whenever possible.***
- ***Centralized planning/decentralized execution.***
- ***Installations support study effort.***
- ***Contractor to produce study deliverables.***
- ***Centralized acquisition, to include source selection.***

TRADOC Studies

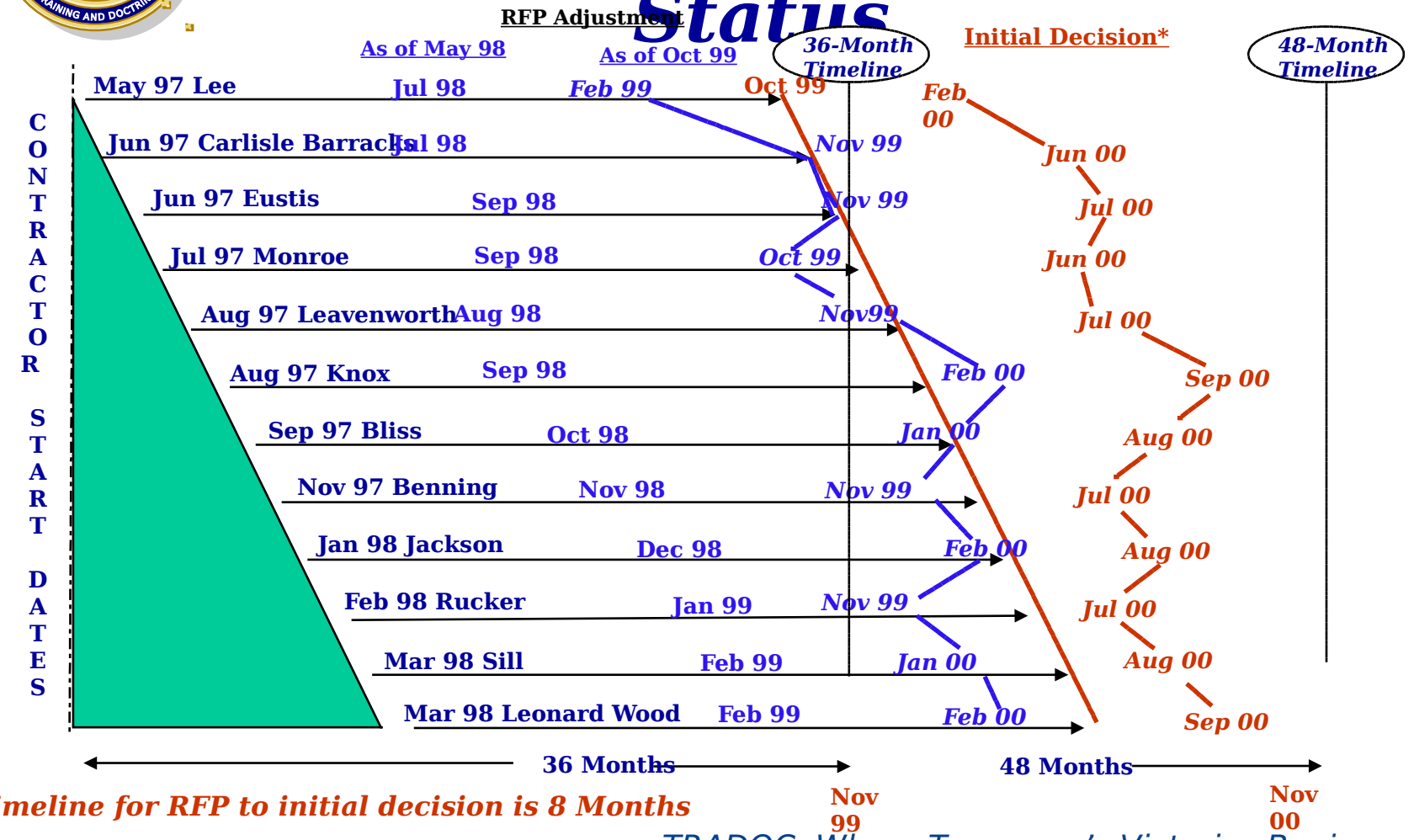
	Civ	Mil	Total	Announced
FY 97 - DOL/DPW	3886	115		22 Nov 96_
Others	33	1	4,001	
FY 98 - DOIM	860	304	34	24 Nov 98
TSC	396	34		24 Nov 98
DOL / DPW GIN	589	9	1,16	*
Unit Maint	31	232	4	7 Dec 98
(FLW)	38	555	430	7 Dec 98
Unit Maint	18	8	598	
(Knox)			263	
	718	831	593	7 Dec 98
Others			26	
	6,569	**2,089**		
FY 99 - AG/Military Personnel			1,549	

Not announced, just included

DOL/DPW A-76 Study Initial Planning Strategy

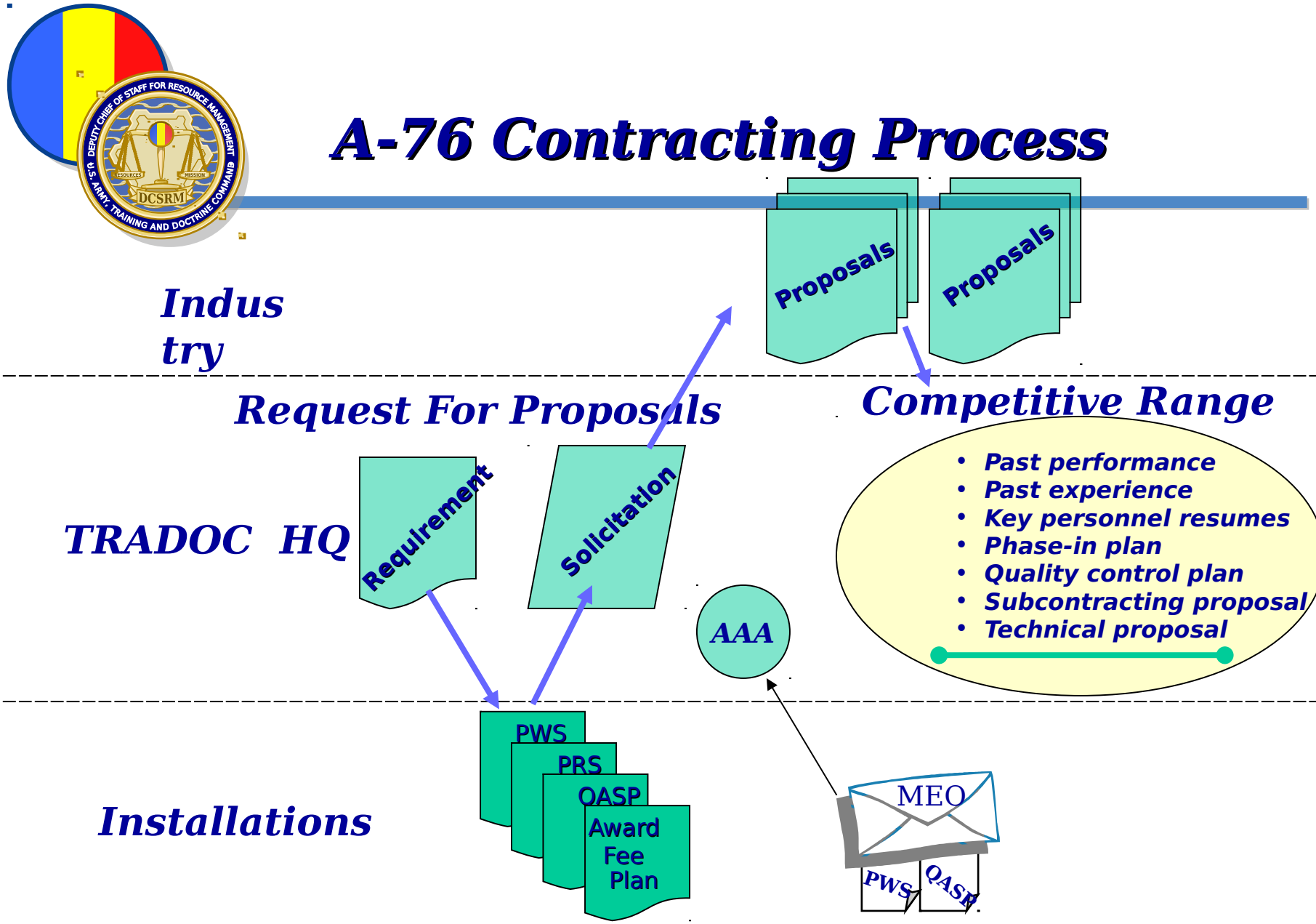


Current DOL/DPW Study Status



*Timeline for RFP to initial decision is 8 Months

A-76 Contracting Process



A-76 Contracting Process

Industry

Oral Presentations

TRADOC HQ

Orals:

- Key personnel present
- Management expertise
- Innovative approaches
- Subcontracting participation

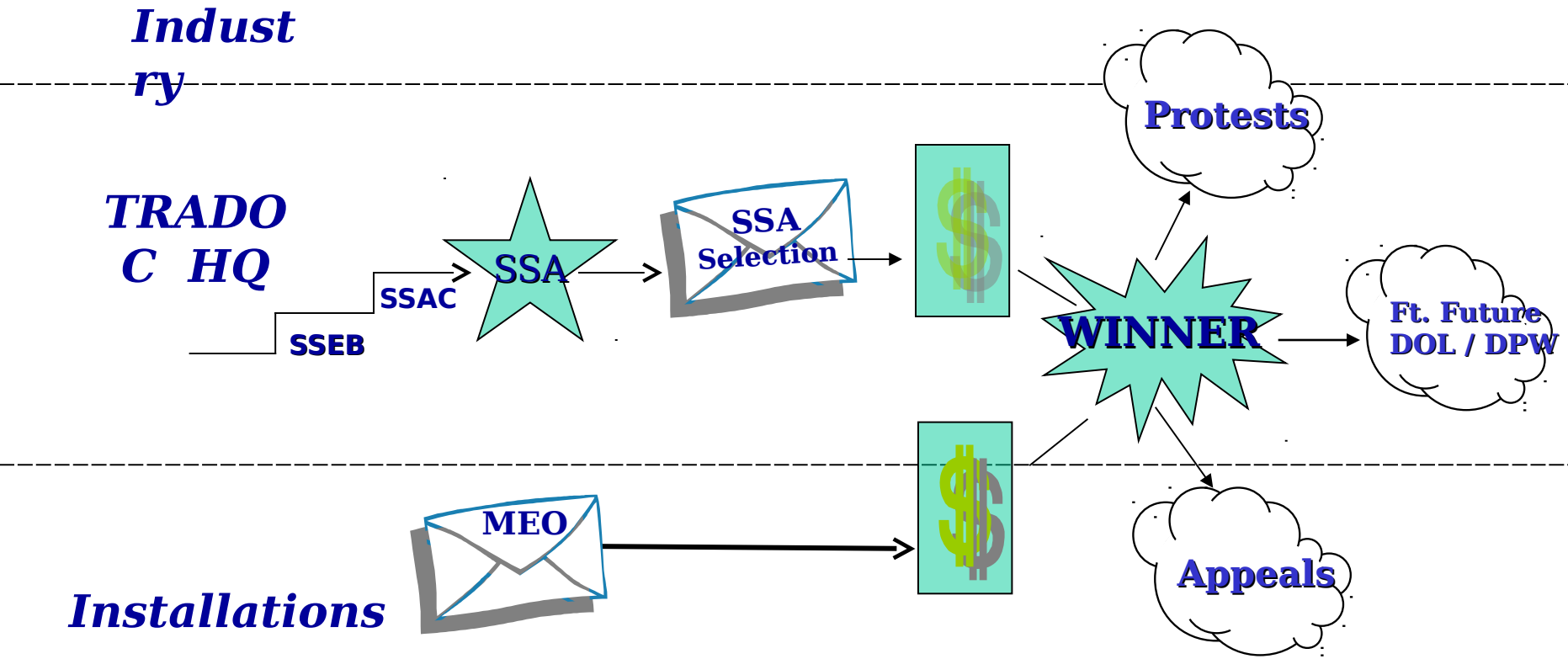
Cost Realism Analysis

Cost Proposals:

- Labor categories correct
- Labor hours per category
- Correct category for effort
- Missing work areas
- Accurate total hours

Installations

A-76 Contracting Process



Solicitation/Evaluation

- *Centralized contracting office - - TRADOC Acquisition Center*
  - *Prepare and issue solicitations*
  - *Evaluate offers (centralized source selection evaluation boards)*
  - *Award contracts (lowest cost, technically acceptable basis)*

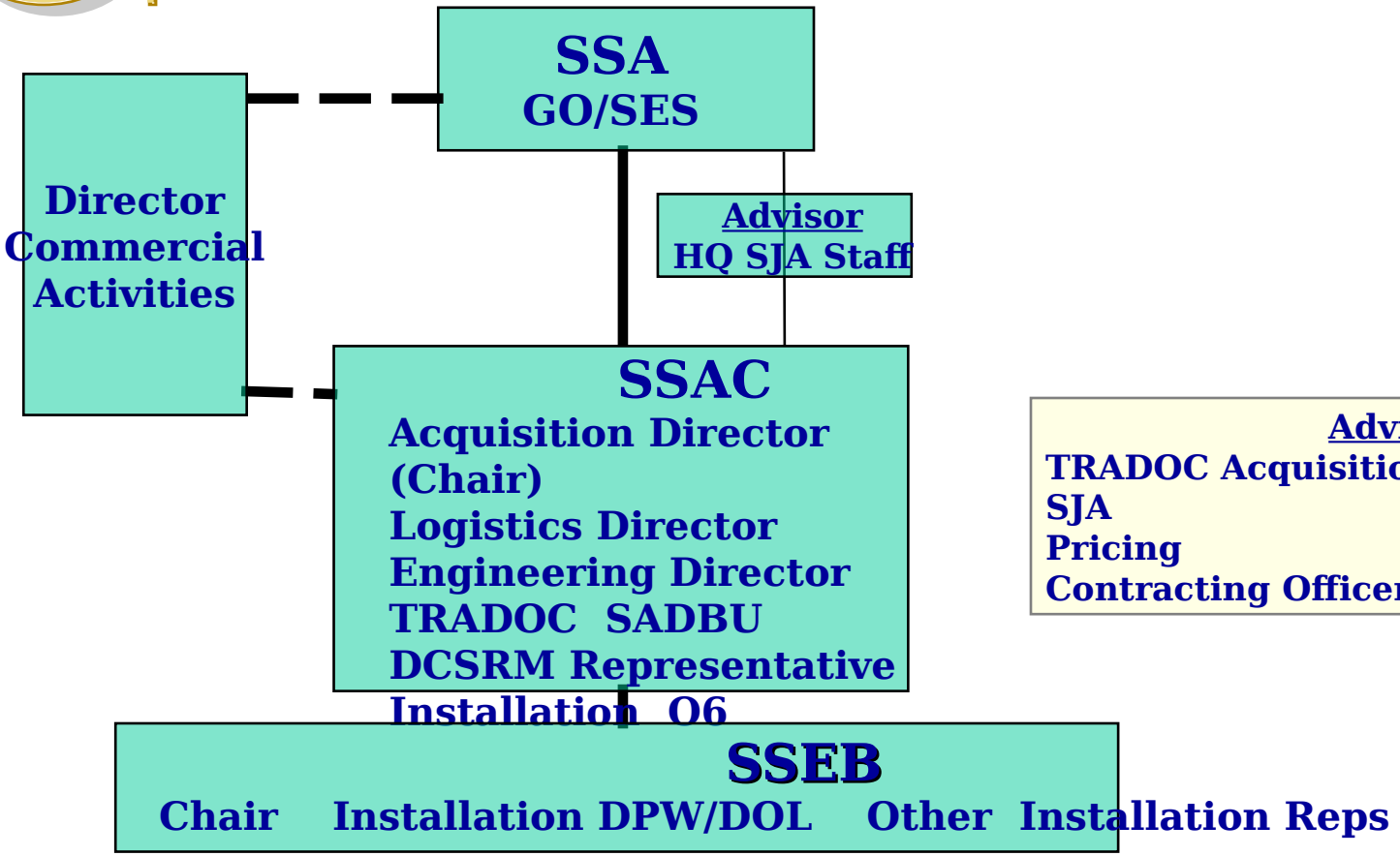
- *Cost-Plus-Award-Fee contract*

- *One solicitation for each installation*

- *Two of twelve solicitations set-aside for small business*

- *Formal Source Selection Process*
  - *Source Selection Authority - - HQ TRADOC (SES/GO)*
  - *SSAC (DCSBOS, DCSRM, and installation*

Source Selection Team



Advisors

TRADOC Acquisition Center (TA
SJA
Pricing
Contracting Officer

Lessons Learned

- *One study contractor sees all 12-15 installations.*
- *Not standardized, but have some common areas.*
- *HQ staff provides common guidance.*
- *Standardized SSEBs, one location.*
- *Cover a large number of studies/manpower.*
- *Coordinated IR (AAA) effort.*

Lessons Learned

- *MACOM talks to all interested bidders.*
- *Need O6 level installation support.*
- *Hard to get official installation position on issues.*
- *No big staffs like in the 80's, have to adjust.*
- *Milestone management a challenge.*
- *New studies, conducted a 2 week workshop up front.*

Lessons Learned

- *Contract management a challenge.*
- *Contract funding always an issue.*